



## Business Opportunities Seminar

### “Demystification of the Asian Development Bank”

One-day Seminar  
8:00 a.m.-4:30 p.m.



- 8:00-8:30 a.m. Registration of participants
- 8:30-9:00 a.m. **Opening Address** by Ambassador Paul W. SPELTZ  
US Executive Director to the ADB
- 9:00-9:50 a.m. **Business Opportunities with the ADB**  
Mr. Frank FOSTER, Director  
US Commercial Service Liaison Office to the ADB
- 9:50 -10:40 a.m. **Identifying Business Opportunities**  
Mr. Ignatius SANTOSO, Principal Procurement Specialist  
Project Coordination & Procurement Division, ADB
- Ms. Dan YANG, Principal Consulting Services Specialist  
Consulting Services Division, ADB
- Use of the ADB website for procurement and consulting opportunities
  - Introduction of the afternoon sessions
- 10:40 - 11:00 a.m. Coffee Break
- 11:00 -11:50 a.m. **Private Sector and Co-financing Operations**  
Mr. Philip ERQUIAGA, Principal Director  
Office of Cofinancing Operations
- 11:50-12:10 p.m. **Private Sector Participant Presentation**
- 12:10-12:30 p.m. Questions and Answers
- 12:30-1:30 p.m. Lunch Break
- 1:30-4:30 p.m. **Concurrent Break-out Sessions:**

<b>“Procurement of Goods &amp; Civil Works”</b>	<b>“Procurement of Consulting Services”</b>	<b>“Private Sector Project Finance &amp; Co-financing”</b>
<p>Mr. Ignatius SANTOSO Principal Procurement Specialist, ADB</p> <p>The Project Cycle ADB’s Procurement System Preparation of Responsive Bids Bid Evaluation Disbursement Procedures Redress Procedures Questions &amp; Answers</p>	<p>Ms. Dan YANG Principal Consulting Services Specialist, ADB</p> <p>The Project Cycle/ Business Potential How to be shortlisted: - DACON/DICON systems - Expressing of Interest - Shortlisting Procedures - Preparation of Technical Proposal - Preparation of Financial Proposal - ADB’s TA Operations Contract Negotiation/Administration Redress Procedures Questions &amp; Answers</p>	<p>Mr. Philip Erquiaga Principal Director, Office of Cofinancing Operations</p> <p>Catalyzing investments - equity investments - loans - guarantees/insurance - complementary financing - commercial financing - official funding agencies - export credit agencies Questions &amp; Answers</p>

***Date of Seminar/Point of Contact:***

State: **Seattle, Washington**  
Date: **April 11-12, 2005**  
Contact Person: Bob Deane  
Contact Information: Tel. No: (206) 553-5615 x 225; Fax: (206) 553-7253  
Email: [Bob.Deane@mail.doc.gov](mailto:Bob.Deane@mail.doc.gov)  
Website: <http://www.buyusa.gov/seattle/adb.html>

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State: **Denver, Colorado**  
Date: **April 14-15, 2005**  
Contact Person: Danielle M. Dooley  
Contact Information: Tel. No: (303) 844-6623 x 14; Fax No: (303) 844-5651  
Email: [Danielle.Dooley@mail.doc.gov](mailto:Danielle.Dooley@mail.doc.gov)  
Website: <http://www.buyusa.gov/colorado/adbseminar.html>

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State: **Chicago, Illinois**  
Date: **April 18-19, 2005**  
Contact Person: Bernadine Smith  
Contact Information: Tel. No: (312) 353-5096; Fax No: (312) 353-8120  
Email: [Bernadine.Smith@mail.doc.gov](mailto:Bernadine.Smith@mail.doc.gov)  
Website: <https://www.buyusa.gov/uppermidwest/adb.html>

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State: **Newark, New Jersey**  
Date: **April 21-22, 2005**  
Contact Person: Dina Vulpis  
Contact Information: Tel. No: (973) 645-4682 ext. 213; Fax (973) 645-4783  
Email: [dvulpis@mail.doc.gov](mailto:dvulpis@mail.doc.gov)  
Website: <http://www.buyusa.gov/newark/adbseminar.html>